



Q1 2016 RESULTS

Harold Goddijn – CEO

Taco Titulaer – CFO

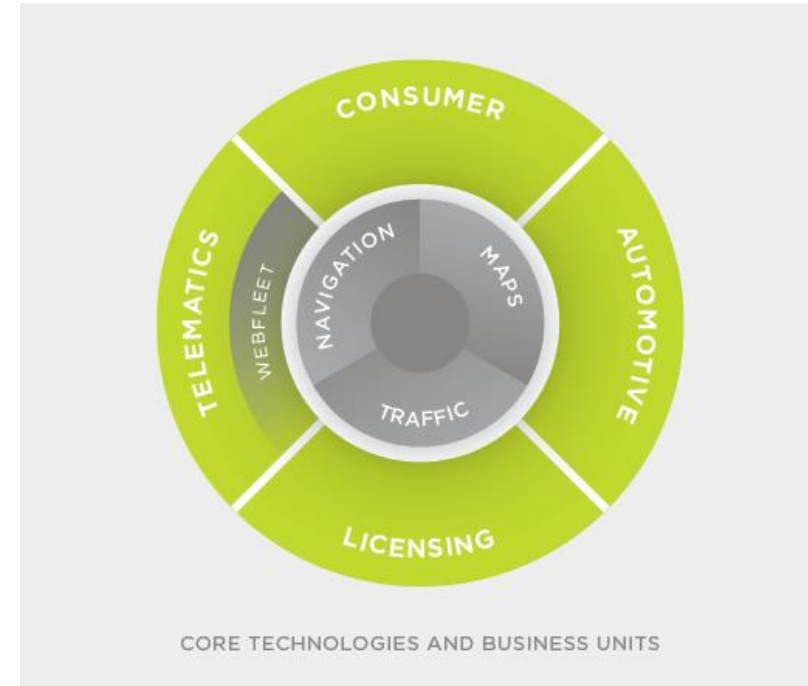
19 April 2016

OPERATIONAL HIGHLIGHTS

- Consumer Sport continues to gain traction; the new sport watches winning awards
- Telematics reported 625k vehicles under subscriptions, a 30% increase YoY
- Strong Automotive performance in the quarter; multiple contracts announced
- HD Maps and RoadDNA coverage launched for all interstates and highways in California and Nevada

STRATEGIC PRIORITIES FOR THE GROUP

- Extract value from the PND category;
Establish a multi-product Consumer business
- Take advantage of the new map-making platform to deliver better maps, at lower cost, in real-time
- Continue to win market share in Automotive;
Maximise Licensing revenue via existing and new customers
- Grow WEBFLEET installed base
- Diversify into the Connected Car services industry using our Telematics capabilities and Automotive relationships



FINANCIAL HIGHLIGHTS

- Group delivered 6% revenue growth YoY in the quarter
- Automotive reported revenue growth of 26% YoY
- Licensing delivered a 16% revenue growth YoY; reflects the impact of the renewal and extension of a contract starting from Q2 '15
- Continued growth in Telematics' installed base and recurring revenue
- Adjusted EPS¹ of €0.03
- Net cash of €50 million

¹Earnings per fully diluted share count adjusted for acquisition-related amortisation & gain on a post-tax basis.

FULL YEAR OUTLOOK 2016 RE-ITERATED

- Revenue to grow to around €1,050 million
- Adjusted EPS¹ expected to grow by around 10% to €0.23
- We expect the level of investment (both CAPEX and OPEX) to be higher than in 2015

¹Earnings per fully diluted share count adjusted for acquisition-related amortisation & gain on a post-tax basis.



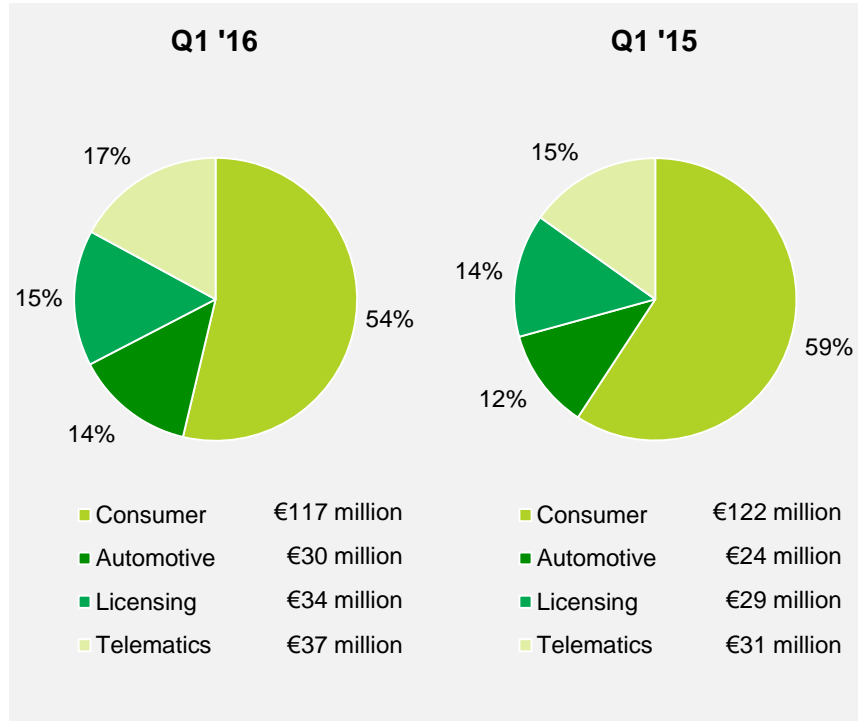
THANK YOU

Any questions?

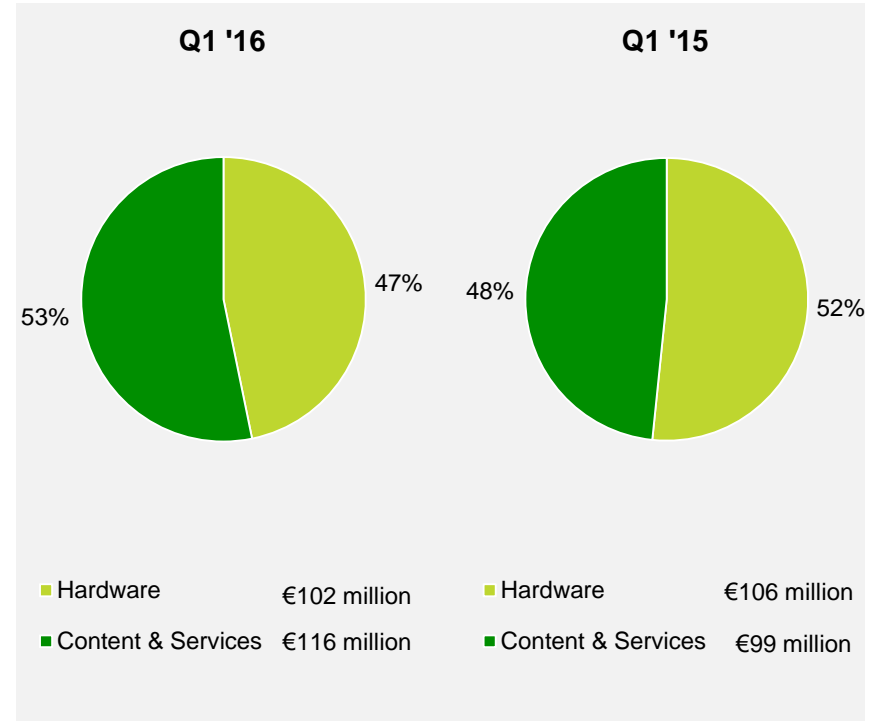
REVENUE BREAKDOWN – QUARTERLY

Q1 '16 group revenue: €217 million; Q1 '15: €205 million

BREAKDOWN BY SEGMENT



BREAKDOWN BY CATEGORY



QUARTERLY P&L STATISTICS

| (€ in thousands) | Q4 '14 | Q1 '15 | Q2' 15 | Q3 '15 | Q4 '15 | Q1 '16 | FY '15 | FY '14 |
|--|----------------|----------------|----------------|----------------|----------------|----------------|------------------|----------------|
| REVENUE | 258,399 | 205,275 | 264,613 | 254,231 | 282,488 | 217,155 | 1,006,607 | 950,292 |
| Cost of sales | 125,517 | 95,403 | 129,993 | 119,161 | 143,523 | 93,850 | 488,080 | 426,966 |
| GROSS RESULT | 132,882 | 109,872 | 134,620 | 135,070 | 138,965 | 123,305 | 518,527 | 523,326 |
| Research and development expenses | 45,559 | 43,290 | 52,071 | 43,275 | 46,807 | 44,533 | 185,443 | 174,014 |
| Amortisation of technology and databases | 19,578 | 18,522 | 18,644 | 19,589 | 19,939 | 20,626 | 76,694 | 88,100 |
| Marketing expenses | 19,768 | 9,748 | 25,297 | 22,616 | 25,777 | 15,058 | 83,438 | 69,559 |
| Selling, general and administrative expenses | 46,449 | 43,381 | 38,029 | 44,703 | 46,239 | 47,401 | 172,352 | 170,539 |
| TOTAL OPERATING EXPENSES | 131,354 | 114,941 | 134,041 | 130,183 | 138,762 | 127,618 | 517,927 | 502,212 |
| OPERATING RESULT (EBIT) | 1,528 | -5,069 | 579 | 4,887 | 203 | -4,313 | 600 | 21,114 |
| EBITDA | 28,224 | 21,424 | 27,841 | 32,692 | 41,739 | 25,557 | 123,696 | 135,825 |
| Interest result | -1,118 | -204 | -223 | -328 | -170 | -305 | -925 | -3,145 |
| Other financial result | -1,581 | -2,574 | 301 | -2,633 | -2,437 | 1,711 | -7,343 | -3,720 |
| Result of associates | 81 | 97 | 116 | -210 | 164 | 327 | 167 | 374 |
| RESULT BEFORE TAX | -1,090 | -7,750 | 773 | 1,716 | -2,240 | -2,580 | -7,501 | 14,623 |
| Income tax gain / (charge) | 1,558 | 845 | 1,762 | 8 | 23,179 | 7,346 | 25,794 | 8,032 |
| NET RESULT | 468 | -6,905 | 2,535 | 1,724 | 20,939 | 4,766 | 18,293 | 22,655 |
| MARGINS | | | | | | | | |
| Gross margin | 51% | 54% | 51% | 53% | 49% | 57% | 52% | 55% |
| EBITDA margin | 11% | 10% | 11% | 13% | 15% | 12% | 12% | 14% |
| EBIT margin | 1% | -2% | 0% | 2% | 0% | -2% | 0% | 2% |
| EARNINGS PER SHARE (in €) | | | | | | | | |
| Diluted EPS | 0.00 | -0.03 | 0.01 | 0.01 | 0.09 | 0.02 | 0.08 | 0.10 |
| Diluted Adjusted EPS ¹ | 0.04 | 0.01 | 0.05 | 0.05 | 0.10 | 0.03 | 0.21 | 0.27 |

¹Earnings per fully diluted share count adjusted for acquisition-related amortisation & gain on a post-tax basis.

QUARTERLY BALANCE SHEET STATISTICS

| (€ in thousands) | 31-Dec-14 | 31-Mar-15 | 30-Jun-15 | 30-Sep-15 | 31-Dec-15 | 31-Mar-16 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|
| ASSETS | | | | | | |
| Goodwill | 381,569 | 381,569 | 381,569 | 381,569 | 403,437 | 403,529 |
| Other intangible assets | 800,583 | 797,524 | 807,822 | 813,185 | 810,908 | 806,684 |
| Other non-current assets | 52,021 | 59,505 | 68,543 | 70,703 | 75,908 | 75,594 |
| TOTAL NON-CURRENT ASSETS | 1,234,173 | 1,238,598 | 1,257,934 | 1,265,457 | 1,290,253 | 1,285,807 |
| Inventories | 46,575 | 46,747 | 48,488 | 53,848 | 48,657 | 57,476 |
| Receivables, prepayments & derivatives | 167,650 | 155,331 | 197,365 | 200,020 | 193,093 | 178,152 |
| Cash and cash equivalents | 152,949 | 117,367 | 121,627 | 124,427 | 147,565 | 114,630 |
| TOTAL CURRENT ASSETS | 367,174 | 319,445 | 367,480 | 378,295 | 389,315 | 350,258 |
| TOTAL ASSETS | 1,601,347 | 1,558,043 | 1,625,414 | 1,643,752 | 1,679,568 | 1,636,065 |
| EQUITY AND LIABILITIES | | | | | | |
| TOTAL EQUITY | 900,596 | 914,951 | 938,443 | 939,292 | 970,533 | 970,017 |
| Deferred tax liability | 166,551 | 166,578 | 162,366 | 159,206 | 149,806 | 140,000 |
| Non-current borrowings | 48,925 | 39,005 | 44,089 | 29,171 | 44,254 | 64,336 |
| Current borrowings | 0 | 0 | 0 | 0 | 4,287 | 0 |
| Provisions | 82,570 | 79,858 | 75,994 | 71,708 | 67,638 | 62,776 |
| Trade payables | 88,218 | 79,109 | 101,679 | 109,077 | 94,951 | 79,167 |
| Deferred revenue | 145,680 | 143,079 | 145,153 | 190,338 | 186,873 | 183,321 |
| Accruals and other liabilities | 168,807 | 135,463 | 157,690 | 144,960 | 161,226 | 136,448 |
| TOTAL LIABILITIES | 700,751 | 643,092 | 686,971 | 704,460 | 709,035 | 666,048 |
| TOTAL EQUITY AND LIABILITIES | 1,601,347 | 1,558,043 | 1,625,414 | 1,643,752 | 1,679,568 | 1,636,065 |
| <i>Net cash</i> | <i>102,949</i> | <i>77,367</i> | <i>76,627</i> | <i>94,427</i> | <i>98,278</i> | <i>49,630</i> |

QUARTERLY CASH FLOW STATISTICS

| (€ in thousands) | Q4 '14 | Q1 '15 | Q2 '15 | Q3 '15 | Q4 '15 | Q1 '16 | FY '15 | FY '14 |
|---|-----------------|----------------|----------------|----------------|----------------|----------------|-----------------|-----------------|
| Operating result | 1,528 | -5,069 | 579 | 4,887 | 203 | -4,313 | 600 | 21,114 |
| Financial gains/(losses) | -2,452 | 1,970 | 1,974 | -6,586 | 278 | 954 | -2,364 | -1,956 |
| Depreciation and amortisation | 26,696 | 26,493 | 27,262 | 27,805 | 41,536 | 29,870 | 123,096 | 114,711 |
| Other | -2,627 | -2,763 | 8 | -578 | -8,265 | -2,270 | -11,598 | 424 |
| Changes in working capital ¹ | 14,963 | -32,528 | -1,914 | 23,407 | 24,580 | -40,506 | 13,545 | 427 |
| CASH GENERATED FROM OPERATIONS | 38,108 | -11,897 | 27,909 | 48,935 | 58,332 | -16,265 | 123,279 | 134,720 |
| Interest received | 158 | 116 | 173 | 103 | 112 | 42 | 504 | 1,467 |
| Interest (paid) | -1,470 | -239 | -315 | -347 | -57 | -264 | -958 | -3,817 |
| Corporate income taxes (paid)/received | -4,416 | -1,209 | 20 | -2,031 | -830 | -1,870 | -4,050 | -13,741 |
| CASH FLOWS FROM OPERATING ACTIVITIES | 32,380 | -13,229 | 27,787 | 46,660 | 57,557 | -18,357 | 118,775 | 118,629 |
| CASH FLOWS FROM INVESTING ACTIVITIES | -33,838 | -23,953 | -44,107 | -31,135 | -55,020 | -31,370 | -154,215 | -106,486 |
| CASH FLOWS FROM FINANCING ACTIVITIES | -124,200 | 1,198 | 20,554 | -11,965 | 19,484 | 17,092 | 29,271 | -118,383 |
| NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS | -125,658 | -35,984 | 4,234 | 3,560 | 22,021 | -32,635 | -6,169 | -106,240 |

¹Includes the movement of non-current deferred revenue.

OUTSTANDING SHARES AND ADJUSTED EPS Q1 '16

| | |
|--|----------------------------|
| Common shares outstanding end of Q4 '15 | 230,495,981 |
| Common shares outstanding end of Q1 '16 | 230,774,051 |
| Average shares outstanding in Q1 '16 | 230,611,524 (A) |
| In the money share options as of Q4 '15 | 10,532,136 |
| In the money share options as of Q1 '16 | 10,115,067 |
| Average potential dilutive share options outstanding Q1 '16* | 10,115,067 |
| Non dilutive share options: | 5,831,139 |
| <i>Average shares outstanding from dilution of options**</i> | 4,283,928 (B) |
| <i>Average shares outstanding from dilution of other equity-settled grants</i> | 69,000 (C) |
| Average fully diluted shares outstanding Q1 '16*** | 234,964,452 (A+B+C) |
| * In the money options during the quarter based on average share price for the quarter | |
| ** Weighted average diluted options based on the period outstanding during the quarter | |
| *** The average share price for the quarter was €8.80 | |
| Adjusted earnings per share calculation (in € million) | |
| Net result attributed to equity holders | 4.8 |
| Remeasurement of DTL | -7.6 |
| Amortisation of acquired intangibles | 13.7 |
| Tax effect of adjustments | -3.0 |
| ADJUSTED EARNINGS | 7.9 |
| ADJUSTED EARNINGS PER SHARE (in €) | |
| Basic | 0.03 |
| Diluted | 0.03 |

DISCLAIMER

This presentation contains certain forward-looking statements with respect to the financial condition, results of operations and business of TomTom NV and its subsidiaries (referred to as 'the company' or 'the group') and certain of the plans and objectives of the company with respect to these items. In particular the words 'expect', 'anticipate', 'estimate', 'may', 'should', 'believe' and similar expressions are intended to identify forward-looking statements. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. Actual results may differ materially from those expressed in these forward-looking statements, and you should not place undue reliance on them. We have based these forward-looking statements on our current expectations and projections about future events, including numerous assumptions regarding our present and future business strategies, operations and the environment in which we will operate in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements. These factors include, but are not limited to, levels of customer spending in major economies, changes in consumer tastes and preferences, changes in law, the performance of the financial markets, the levels of marketing and promotional expenditures by the company and its competitors, raw materials and employee costs, changes in exchange and interest rates (in particular changes in the US dollar and GB pound versus the euro can materially affect results), changes in tax rates, future business combinations, acquisitions or disposals, the rate of technological changes, political and military developments in countries where the company operates and the risk of a downturn in the market.

Statements regarding market share, including the company's competitive position, contained in this document are based on outside sources such as specialized research institutes, industry and dealer panels in combination with management estimates. Where full-year information regarding 2015 is not yet available to the company, these statements may also be based on estimates and projections prepared by outside sources or management. Market shares are based on sales in units unless otherwise stated. The forward-looking statements contained refer only to the date in which they are made, and we do not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date of this document.

No representation or warranty (express or implied) is made as to, and reliance should be placed on, any information, including projections, estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein, and, accordingly, neither the company nor any of its subsidiary undertakings or any officers or employees accepts any liability whatsoever arising directly or indirectly from the use of this document.

You will be solely responsible for your own assessment of the market and the market position of the company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the company's business.

This document does not constitute or form part of, and should not be constructed as, an offer or invitation to subscribe for or purchase any securities and neither this document nor anything contained herein shall form the basis of, or be relied on in connection, with any offer or commitment whatsoever.

TomTom NV

De Ruijterkade 154
1011 AC Amsterdam
The Netherlands

@: ir@tomtom.com

T: +31 20 757 5194

www.tomtom.com/investors

